

**GOVERNMENT OF THE DISTRICT OF COLUMBIA
DETERMINATION AND FINDINGS FOR A SOLE SOURCE PROCUREMENT**

Program Agency:	Office of Unified Communications
Contractor:	Carahsoft Technology Corporation
Contract Number:	CW83302
Contract Term:	Option Period One June 15, 2021 through June 14, 2022
Caption:	Next Generation (NG)311 Salesforce Licenses with GovCloud Platform Solution

AUTHORITY

D.C. Official Code §2-354.04, 27 DCMR 1304, 1700, and 1701

1. MINIMUM NEED:

The Office of Contracting and Procurement, on behalf of the Office of Unified Communications (OUC), is seeking to continue the existing contract for option period one for use of the Salesforce licenses to include the GovCloud Platform solution to support the District's current 311 Customer Relationship Management CRM solution. The licensing and access to the technology is necessary for crisis management support and public safety.

The OUC is the District's agency for ensuring public safety technologies are ready, available and interoperable among District agencies. District technology solutions must also be compatible with nearby jurisdictions for security and public safety missions. The required technology to be delivered by Carahsoft Technology Corporation is mission critical for public safety and the vendor is the sole supplier as determined by the manufacturer, Salesforce.

2. ESTIMATED FAIR AND REASONABLE PRICE:

The total available funding to be allocated for the Contractor services is in the amount approximately \$693,346.96. The price shall cover the GovCloud Salesforce Licenses, maintenance and support (labor). There was limited market research completed as the Salesforce manufacturer notified the District of the exclusive use of a sole vendor for the products the District is seeking in continuation of the licensing/access to existing technologies.

3. FACTS SUPPORTING SOURCE SELECTION:

- There is no opportunity to award a procurement under a competitive solicitation process. The District has conducted market research with the manufacturer to confirm their exclusive use of Carahsoft Technology Corporation for the GovCloud product. Findings concluded that the manufacturer, Salesforce does allow for authorized resellers of other products except for the GovCloud platform.

**Determination and Findings Sole Source OY1 –
Carahsoft Technology Corporation CW83302**

- Carahsoft is not the owner of the technology and therefore a sole source procurement is necessary for the District to continue use of the technologies which the District has invested funding and other resources.
- The District must be able to continue the technology and ensure District agencies who provide or support public safety goals have the necessary infrastructure to perform effectively and maintain public safety.

Therefore, it is in the District's best interest to issue a sole source procurement for the continuation of licenses and access to the Salesforce branded products for option period one to support the District in delivering solutions to support the administration of NG311 call center operations.

4. CERTIFICATION BY AGENCY HEAD:

I hereby certify that the above findings are true, correct, and complete.

Cleo Subido
Interim Agency Director
Office of Unified Communications

Date

5. CERTIFICATION BY CONTRACTING OFFICER

I have reviewed the above findings and certify that they are sufficient to justify the use of the sole source method of procurement under the cited authority. I certify that the notice of intent to award a sole source contract was published in accordance with 27 DCMR 1304 and that [no response was received] [the response received was rejected because _____]. I recommend that the Chief Procurement Officer approve the use of the sole source procurement method for this proposed contract term.

Margaret T. Desper, CPPB
Contracting Officer

Date

Wendell Atkinson
Chief Contracting Officer
Public Safety and Justice Cluster

Date

DETERMINATION

Based on the above findings and in accordance with the cited authority, I hereby determine that it is not feasible or practical to invoke the competitive solicitation process under either Section 402 or 403 of the District of Columbia Procurement Practices Reform Act of 2010 (D.C. Law 18-371; D.C. Official Code § 2-354.02 or 2-354.03). Accordingly, I determine that the District is justified in using the sole source method of procurement.

George A. Schutter, III
Chief Procurement Officer

Date